

## Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	28	30	-6.7%	334	355	-5.9%
New Listing Volume	\$10,442,545	\$10,599,680	-1.5%	\$135,699,686	\$139,027,618	-2.4%
Active Listing Count	50	88	-43.2%	N/A	N/A	
Active Listing Volume	\$29,747,864	\$46,581,239	-36.1%	N/A	N/A	
Average Listing Price	\$594,957	\$529,332	+12.4%	\$557,202	\$466,999	+19.3%
Median Listing Price	\$398,000	\$379,450	+4.9%	\$398,064	\$367,652	+8.3%
Median Days in RPR	93.5	96	-2.6%	82.65	86.63	-4.6%
Months of Inventory	1.3	2.8	-54.5%	2.3	4.2	-44.8%
Absorption Rate	80%	36.36%	+43.6%	43.31%	23.93%	+19.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	33	35	-5.7%	360	328	+9.8%
New Pending Sales Volume	\$12,058,850	\$10,910,078	+10.5%	\$137,497,345	\$115,468,328	+19.1%
Pending Sales Count	59	48	+22.9%	N/A	N/A	
Pending Sales Volume	\$25,604,456	\$16,698,377	+53.3%	N/A	N/A	
Closed Sales Count	33	26	+26.9%	292	272	+7.4%
Closed Sales Volume	\$13,431,445	\$8,251,749	+62.8%	\$107,708,342	\$93,793,700	+14.8%
Average Sales Price	\$407,013	\$317,375	+28.2%	\$368,864	\$344,830	+7%
Median Sales Price	\$335,850	\$305,000	+10.1%	\$333,528	\$322,831	+3.3%

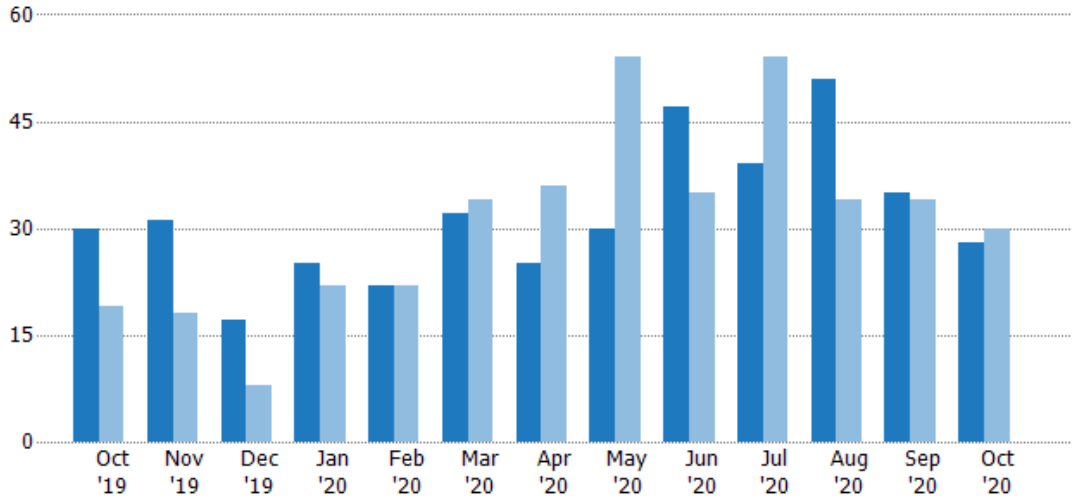
## New Listings

The number of new residential listings that were added each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Count	% Chg.
Oct '20	28	-6.7%
Oct '19	30	57.9%
Oct '18	19	57.9%



Current Year	30	31	17	25	22	32	25	30	47	39	51	35	28
Prior Year	19	18	8	22	22	34	36	54	35	54	34	34	30
Percent Change from Prior Year	58%	72%	113%	14%	0%	-6%	-31%	-44%	34%	-28%	50%	3%	-7%

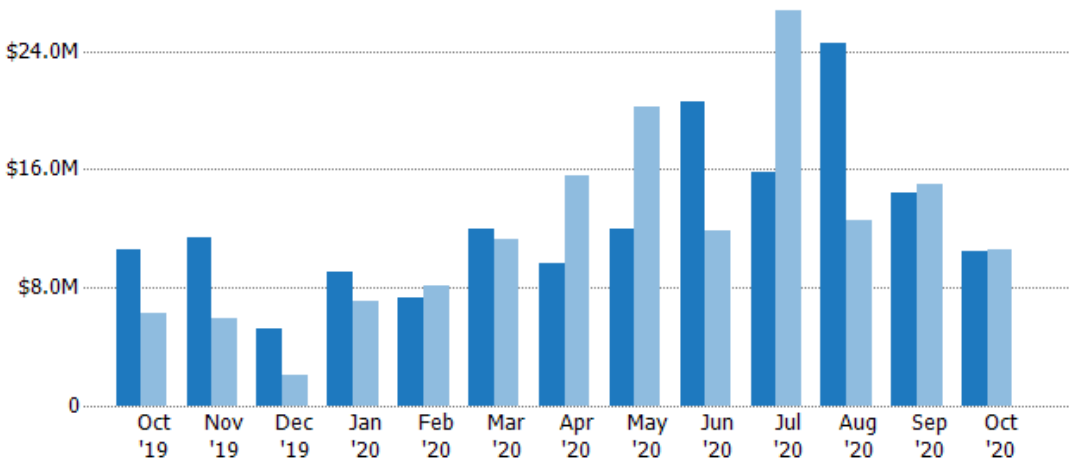
## New Listing Volume

The sum of the listing price of residential listings that were added each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Volume	% Chg.
Oct '20	\$10.4M	-1.5%
Oct '19	\$10.6M	68.5%
Oct '18	\$6.29M	33.9%



Current Year	\$10.6M	\$11.4M	\$5.26M	\$9.02M	\$7.29M	\$12M	\$9.66M	\$11.9M	\$20.5M	\$15.8M	\$24.5M	\$14.5M	\$10.4M
Prior Year	\$6.29M	\$5.89M	\$2.05M	\$7.03M	\$8.15M	\$11.2M	\$15.6M	\$20.2M	\$11.9M	\$26.8M	\$12.6M	\$15M	\$10.6M
Percent Change from Prior Year	69%	93%	157%	28%	-11%	6%	-38%	-41%	73%	-41%	95%	-4%	-1%

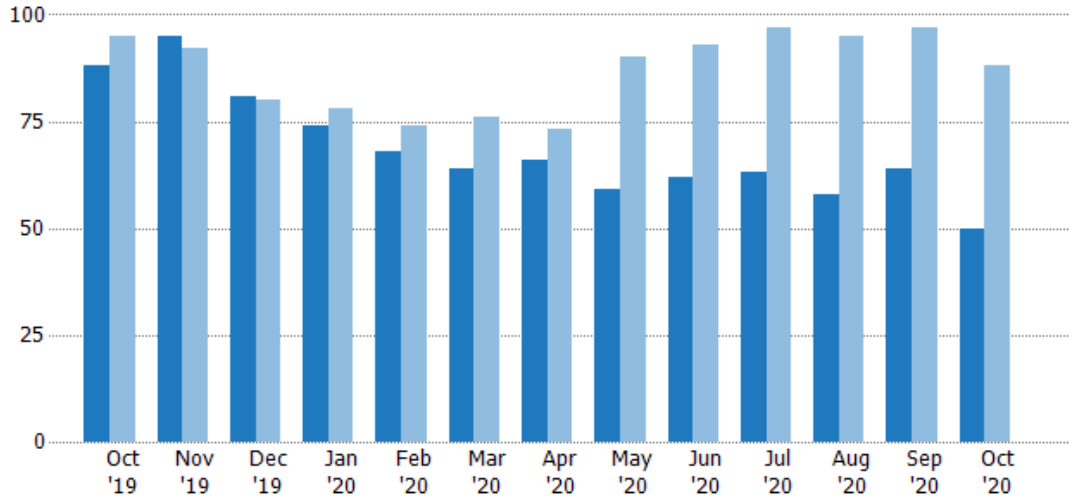
## Active Listings

The number of active residential listings at the end of each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Count	% Chg.
Oct '20	50	-43.2%
Oct '19	88	-7.4%
Oct '18	95	3.2%



Current Year	88	95	81	74	68	64	66	59	62	63	58	64	50
Prior Year	95	92	80	78	74	76	73	90	93	97	95	97	88
Percent Change from Prior Year	-7%	3%	1%	-5%	-8%	-16%	-10%	-34%	-33%	-35%	-39%	-34%	-43%

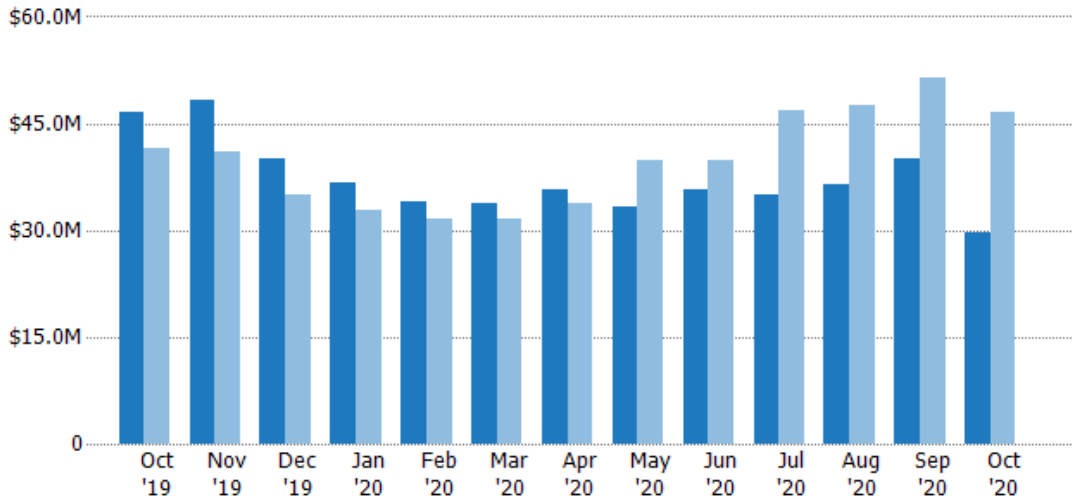
## Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Volume	% Chg.
Oct '20	\$29.7M	-36.1%
Oct '19	\$46.6M	12.1%
Oct '18	\$41.6M	1.5%



Current Year	\$46.6M	\$48.3M	\$40M	\$36.6M	\$34M	\$33.7M	\$35.7M	\$33.3M	\$35.7M	\$34.9M	\$36.4M	\$40M	\$29.7M
Prior Year	\$41.6M	\$41.1M	\$35M	\$32.8M	\$31.6M	\$31.7M	\$33.9M	\$39.7M	\$39.9M	\$46.9M	\$47.6M	\$51.5M	\$46.6M
Percent Change from Prior Year	12%	17%	14%	12%	7%	6%	5%	-16%	-11%	-26%	-23%	-22%	-36%

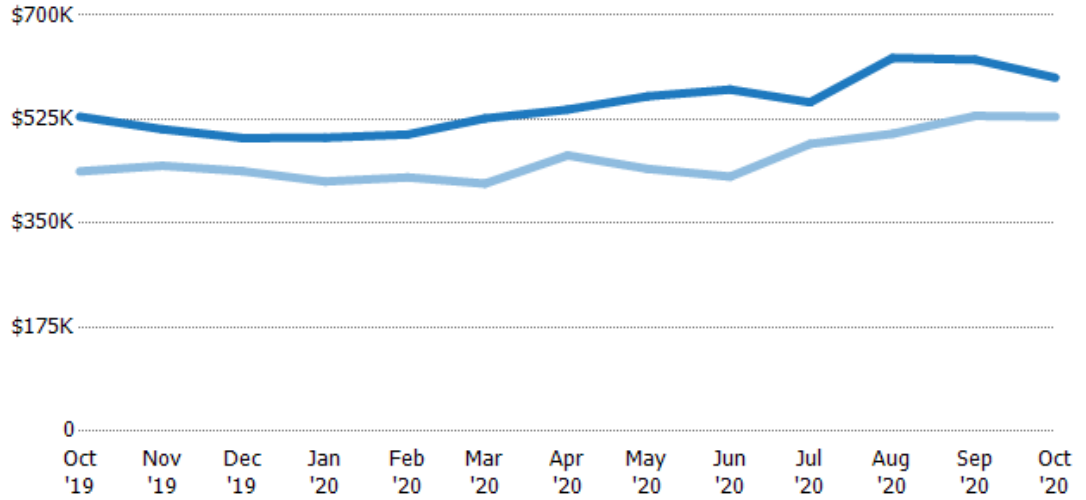
## Average Listing Price

The average listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Price	% Chg.
Oct '20	\$595K	12.4%
Oct '19	\$529K	21%
Oct '18	\$437K	-1.6%



Current Year	\$529K	\$508K	\$493K	\$494K	\$499K	\$526K	\$541K	\$564K	\$575K	\$554K	\$628K	\$625K	\$595K
Prior Year	\$437K	\$447K	\$438K	\$420K	\$427K	\$417K	\$464K	\$442K	\$428K	\$484K	\$501K	\$531K	\$529K
Percent Change from Prior Year	21%	14%	13%	18%	17%	26%	17%	28%	34%	14%	26%	18%	12%

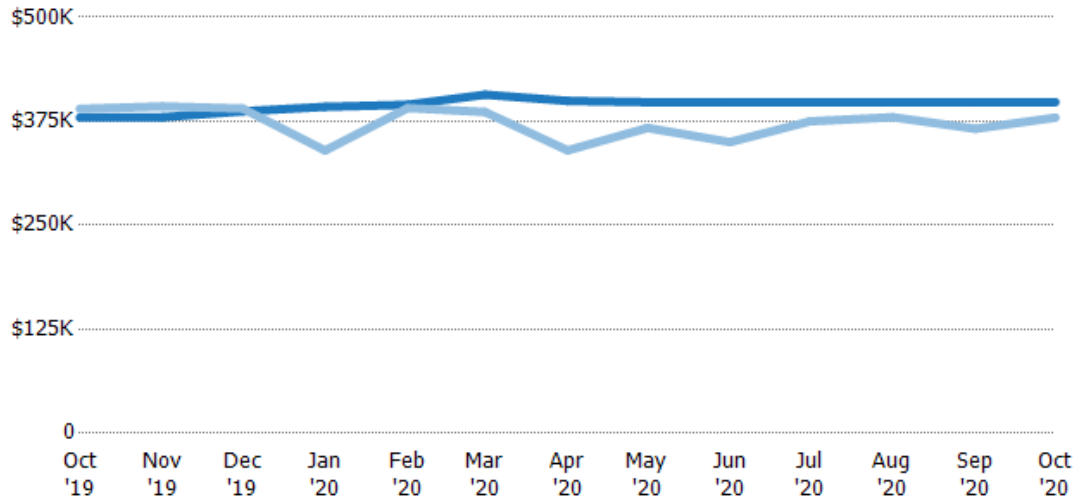
## Median Listing Price

The median listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Price	% Chg.
Oct '20	\$398K	4.9%
Oct '19	\$379K	-2.7%
Oct '18	\$390K	-18.6%



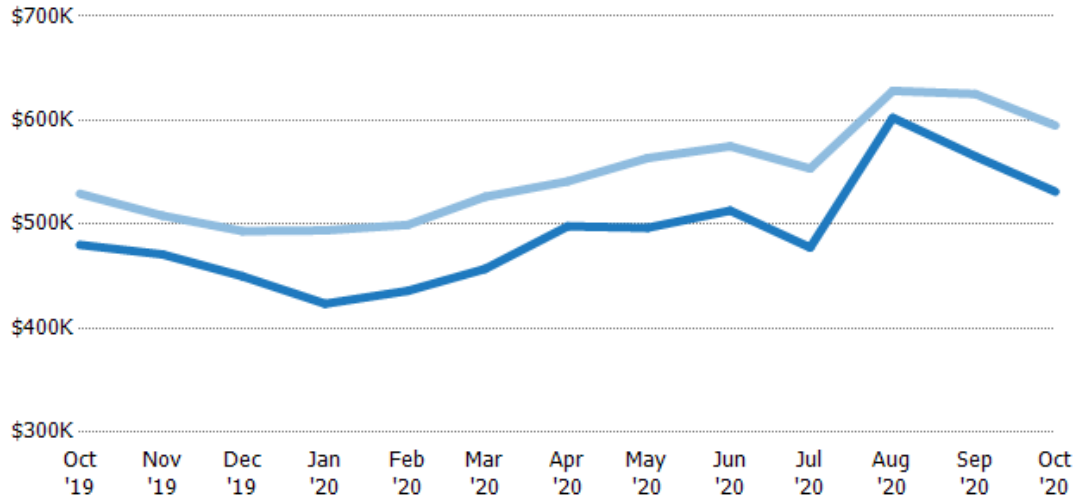
Current Year	\$379K	\$380K	\$387K	\$392K	\$395K	\$407K	\$399K	\$398K	\$398K	\$398K	\$398K	\$398K	\$398K
Prior Year	\$390K	\$393K	\$390K	\$340K	\$391K	\$386K	\$340K	\$367K	\$350K	\$375K	\$380K	\$366K	\$379K
Percent Change from Prior Year	-3%	-3%	-1%	15%	1%	5%	17%	8%	14%	6%	5%	9%	5%

## Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

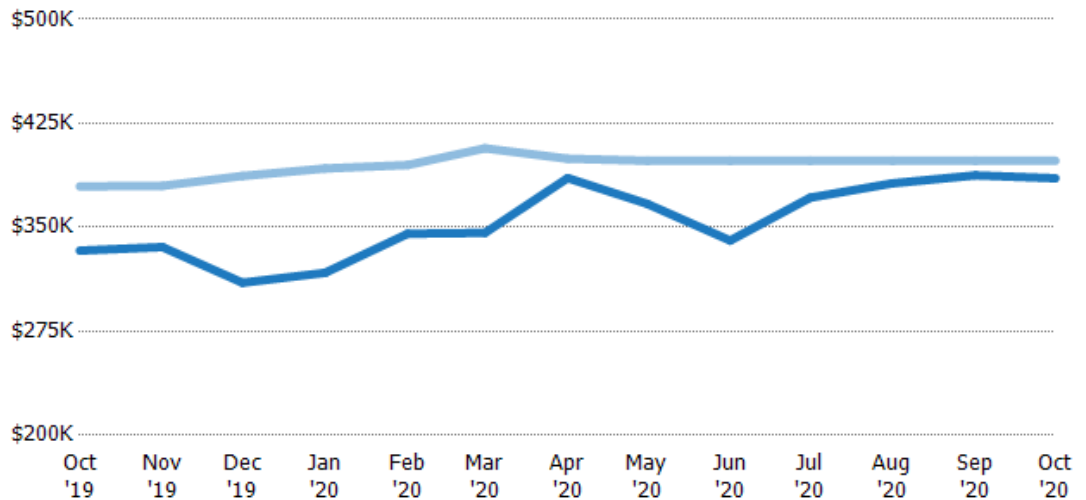


## Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



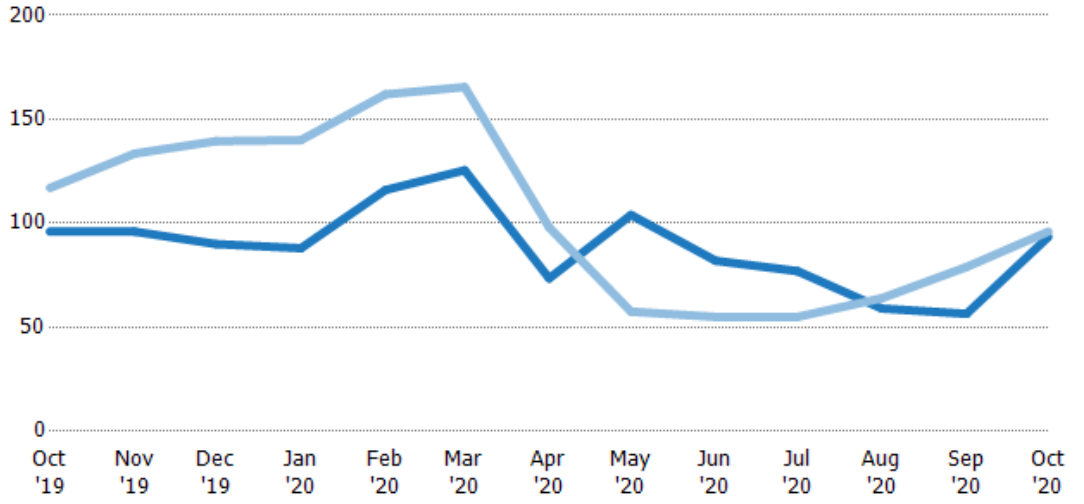
## Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Days	% Chg.
Oct '20	93.5	-2.6%
Oct '19	96	-17.9%
Oct '18	117	-22.2%



Current Year	96	96	90	88	116	126	73.5	104	82	77	59	56.5	93.5
Prior Year	117	134	140	140	162	166	98	57.5	55	55	64	79	96
Percent Change from Prior Year	-18%	-28%	-35%	-37%	-28%	-24%	-25%	81%	49%	40%	-8%	-28%	-3%

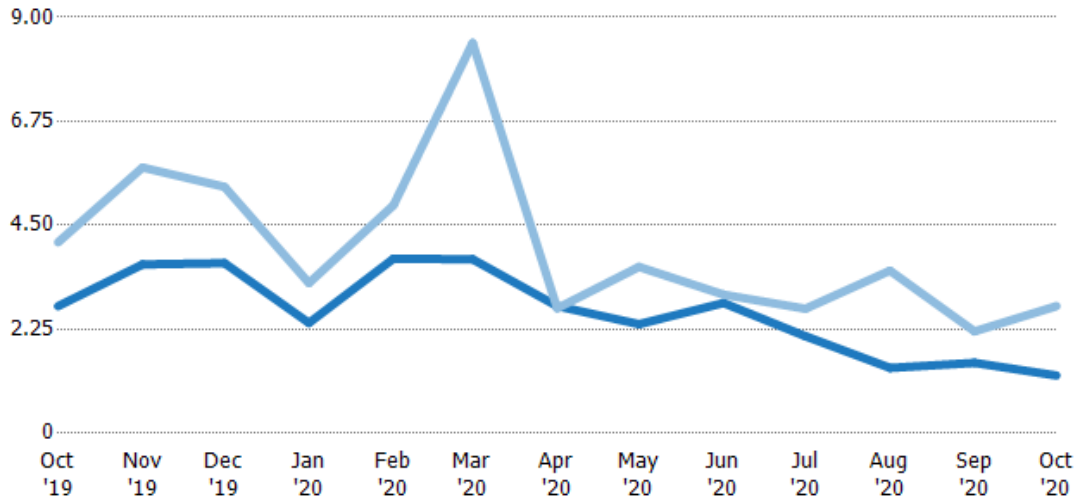
## Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Months	% Chg.
Oct '20	1.25	-54.5%
Oct '19	2.75	-33.4%
Oct '18	4.13	-15.3%



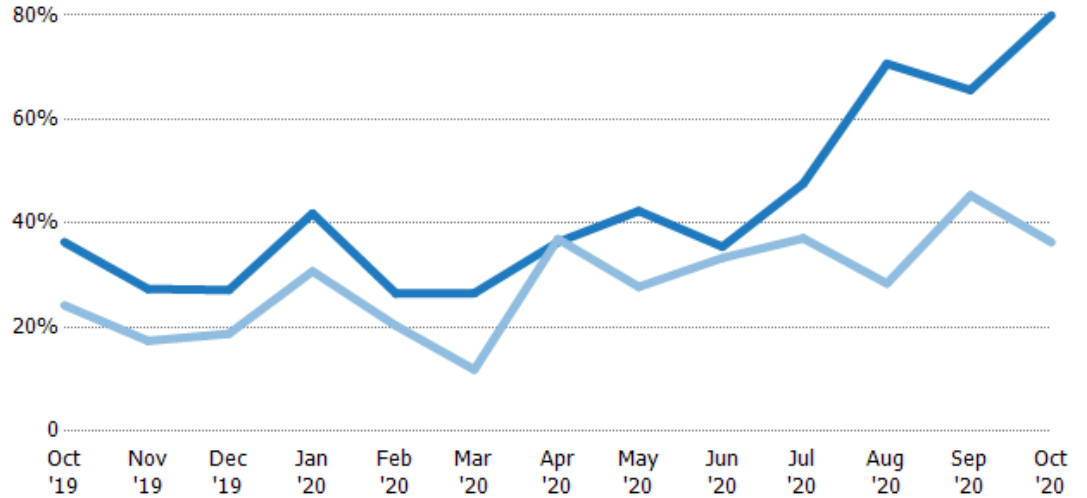
Current Year	2.75	3.65	3.68	2.39	3.78	3.76	2.75	2.36	2.82	2.1	1.41	1.52	1.25
Prior Year	4.13	5.75	5.33	3.25	4.93	8.44	2.7	3.6	3	2.69	3.52	2.2	2.75
Percent Change from Prior Year	-33%	-36%	-31%	-27%	-23%	-55%	2%	-34%	-6%	-22%	-60%	-31%	-55%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



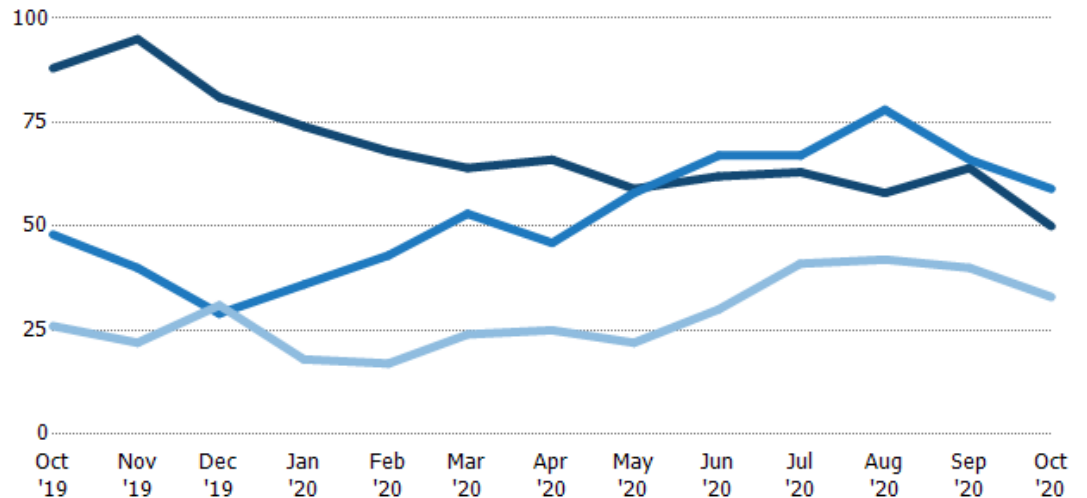
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	36%	27%	27%	42%	26%	27%	36%	42%	35%	48%	71%	66%	80%
Prior Year	24%	17%	19%	31%	20%	12%	37%	28%	33%	37%	28%	45%	36%
Change from Prior Year	-12%	-10%	-8%	-11%	-6%	-15%	1%	-15%	-2%	-11%	-42%	-20%	-44%

## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Active	88	95	81	74	68	64	66	59	62	63	58	64	50
Pending	48	40	29	36	43	53	46	58	67	67	78	66	59
Sold	26	22	31	18	17	24	25	22	30	41	42	40	33

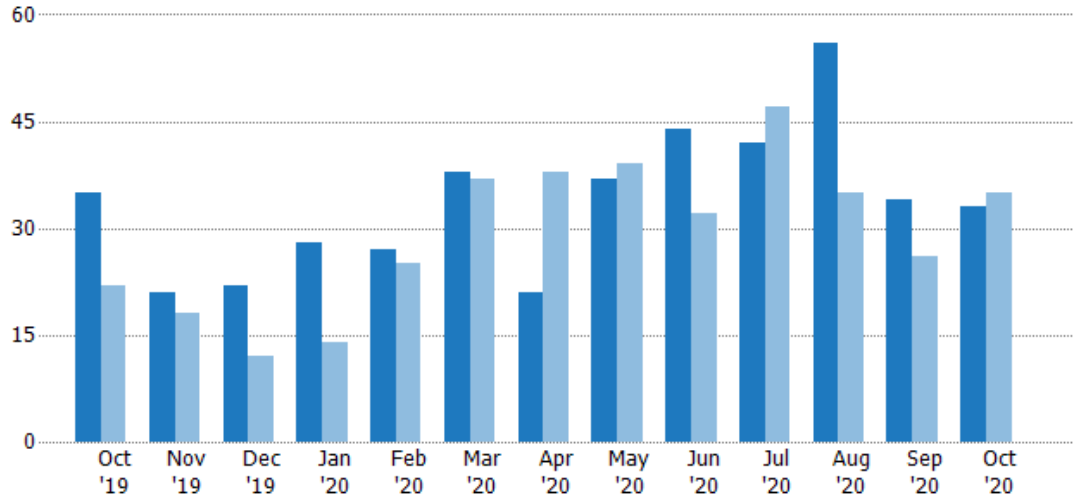
## New Pending Sales

The number of residential properties with accepted offers that were added each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Count	% Chg.
Oct '20	33	-5.7%
Oct '19	35	59.1%
Oct '18	22	27.3%



Current Year	35	21	22	28	27	38	21	37	44	42	56	34	33
Prior Year	22	18	12	14	25	37	38	39	32	47	35	26	35
Percent Change from Prior Year	59%	17%	83%	100%	8%	3%	-45%	-5%	38%	-11%	60%	31%	-6%

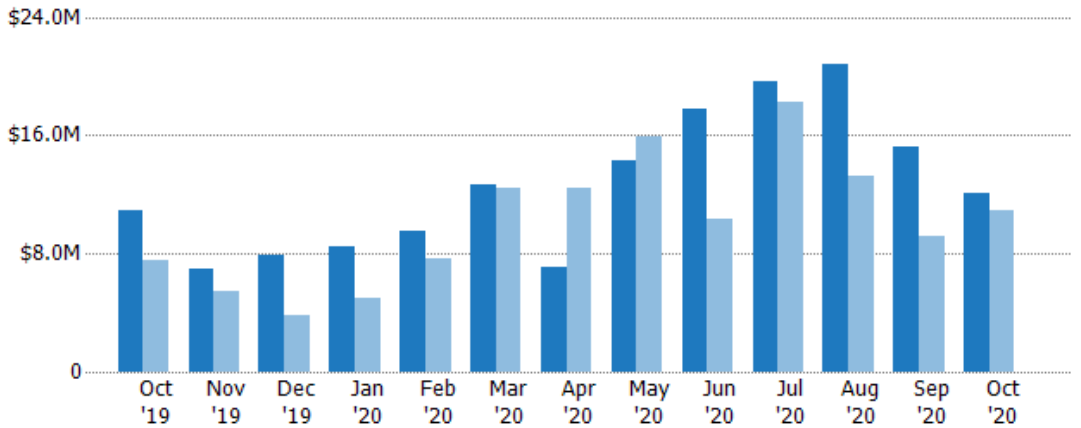
## New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Volume	% Chg.
Oct '20	\$12.1M	10.5%
Oct '19	\$10.9M	44.1%
Oct '18	\$7.57M	3.6%



Current Year	\$10.9M	\$6.94M	\$7.93M	\$8.5M	\$9.52M	\$12.6M	\$7.11M	\$14.3M	\$17.7M	\$19.6M	\$20.8M	\$15.3M	\$12.1M
Prior Year	\$7.57M	\$5.43M	\$3.79M	\$5.01M	\$7.67M	\$12.4M	\$12.4M	\$15.9M	\$10.4M	\$18.3M	\$13.2M	\$9.22M	\$10.9M
Percent Change from Prior Year	44%	28%	110%	70%	24%	2%	-43%	-10%	71%	7%	57%	65%	11%



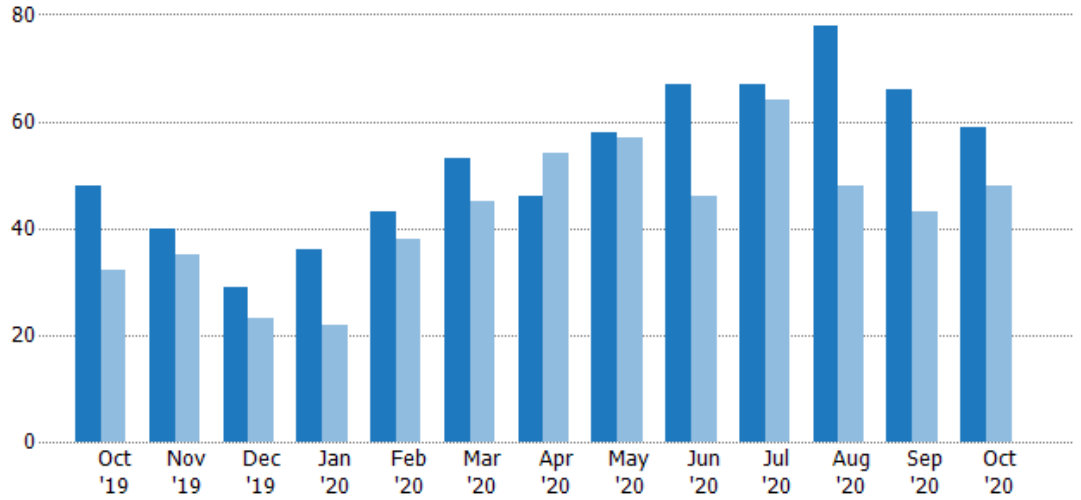
## Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Count	% Chg.
Oct '20	59	22.9%
Oct '19	48	50%
Oct '18	32	6.3%



Current Year	48	40	29	36	43	53	46	58	67	67	78	66	59
Prior Year	32	35	23	22	38	45	54	57	46	64	48	43	48
Percent Change from Prior Year	50%	14%	26%	64%	13%	18%	-15%	2%	46%	5%	63%	53%	23%

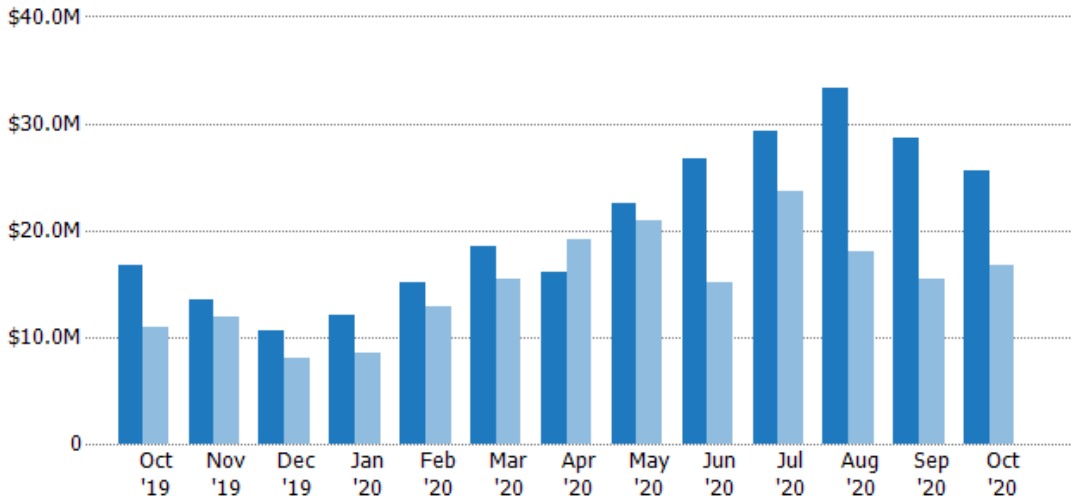
## Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Volume	% Chg.
Oct '20	\$25.6M	53.3%
Oct '19	\$16.7M	52.4%
Oct '18	\$11M	-10%



Current Year	\$16.7M	\$13.5M	\$10.6M	\$12M	\$15.1M	\$18.4M	\$16M	\$22.5M	\$26.7M	\$29.3M	\$33.2M	\$28.6M	\$25.6M
Prior Year	\$11M	\$11.8M	\$8.03M	\$8.54M	\$12.8M	\$15.4M	\$19.1M	\$20.9M	\$15.1M	\$23.7M	\$18M	\$15.4M	\$16.7M
Percent Change from Prior Year	52%	14%	31%	41%	18%	19%	-16%	8%	77%	24%	85%	86%	53%

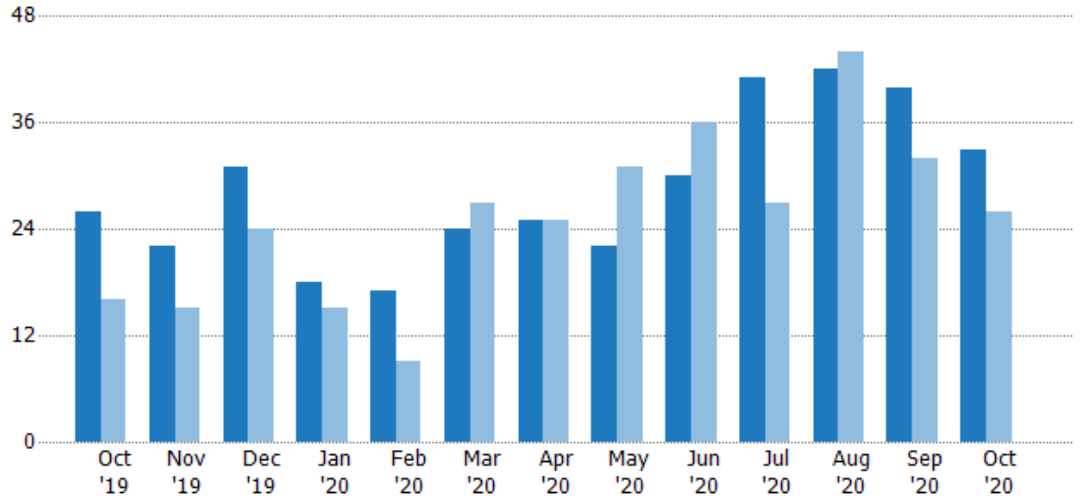
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Count	% Chg.
Oct '20	33	26.9%
Oct '19	26	62.5%
Oct '18	16	68.8%



Current Year	26	22	31	18	17	24	25	22	30	41	42	40	33
Prior Year	16	15	24	15	9	27	25	31	36	27	44	32	26
Percent Change from Prior Year	63%	47%	29%	20%	89%	-11%	0%	-29%	-17%	52%	-5%	25%	27%

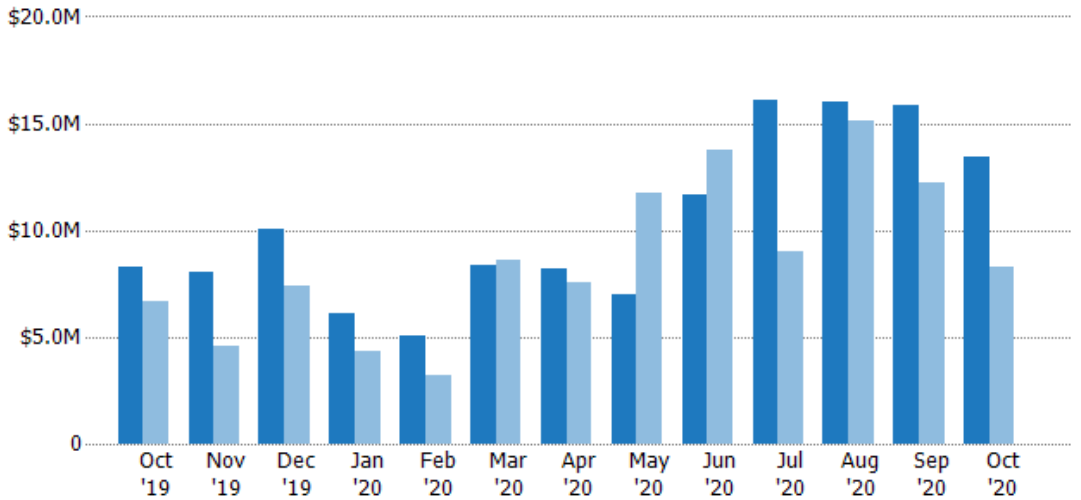
## Closed Sales Volume

The sum of the sales price of residential properties sold each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Volume	% Chg.
Oct '20	\$13.4M	62.8%
Oct '19	\$8.25M	23.9%
Oct '18	\$6.66M	22.7%



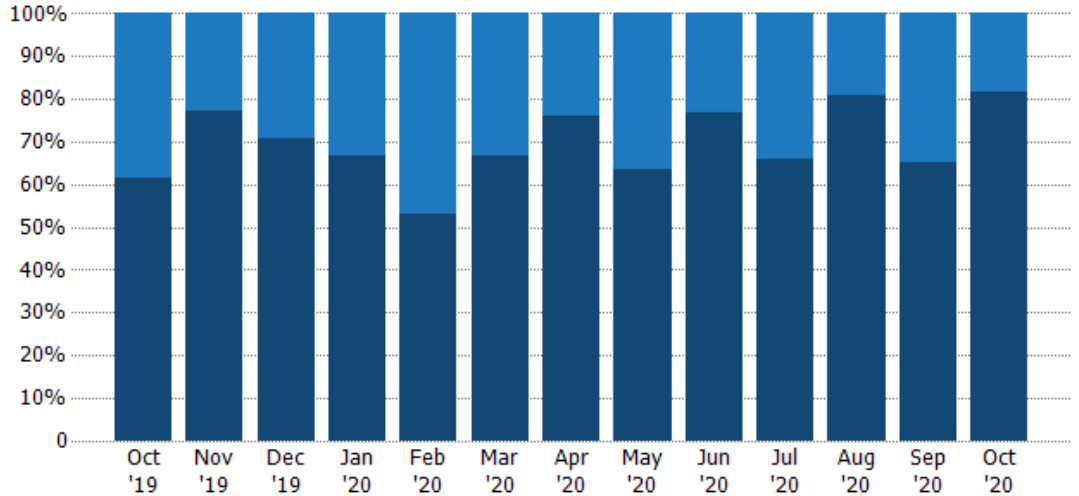
Current Year	\$8.25M	\$8.05M	\$10M	\$6.1M	\$5.06M	\$8.39M	\$8.2M	\$6.96M	\$11.7M	\$16.1M	\$16M	\$15.8M	\$13.4M
Prior Year	\$6.66M	\$4.55M	\$7.43M	\$4.37M	\$3.25M	\$8.62M	\$7.56M	\$11.7M	\$13.7M	\$9.01M	\$15.1M	\$12.2M	\$8.25M
Percent Change from Prior Year	24%	77%	35%	40%	56%	-3%	9%	-41%	-15%	78%	6%	30%	63%

## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



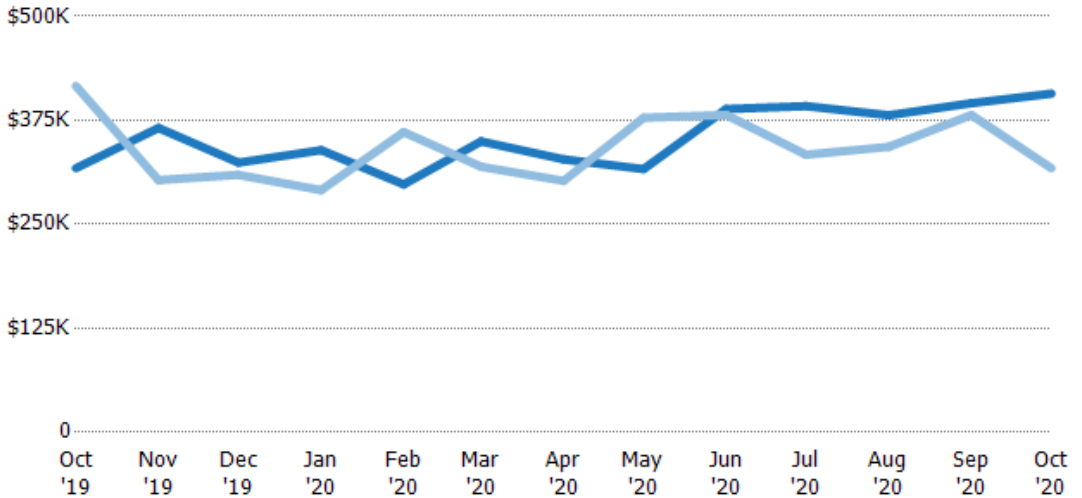
Property Type	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Condo/Townhouse	38%	23%	29%	33%	47%	33%	24%	36%	23%	34%	19%	35%	18%
Single Family Residence	62%	77%	71%	67%	53%	67%	76%	64%	77%	66%	81%	65%	82%

## Average Sales Price

The average sales price of the residential properties sold each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Month/Year	Price	% Chg.
Oct '20	\$407K	28.2%
Oct '19	\$317K	-23.8%
Oct '18	\$416K	-27.3%

Property Type	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$317K	\$366K	\$324K	\$339K	\$298K	\$350K	\$328K	\$316K	\$389K	\$392K	\$381K	\$396K	\$407K
Prior Year	\$416K	\$303K	\$309K	\$291K	\$361K	\$319K	\$302K	\$378K	\$381K	\$334K	\$343K	\$381K	\$317K
Percent Change from Prior Year	-24%	21%	5%	17%	-17%	10%	9%	-16%	2%	18%	11%	4%	28%

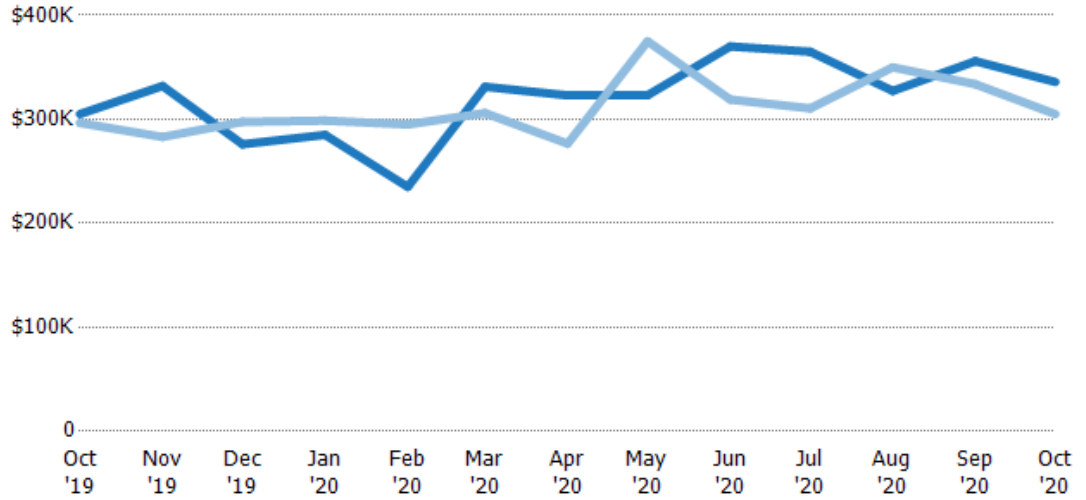
## Median Sales Price

The median sales price of the residential properties sold each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Price	% Chg.
Oct '20	\$336K	10.1%
Oct '19	\$305K	2.9%
Oct '18	\$296K	-9.6%



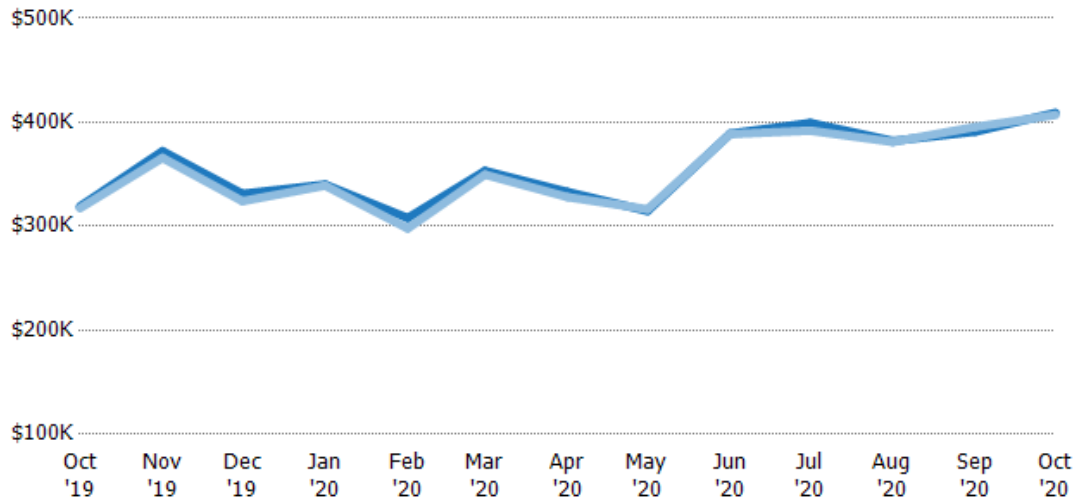
Current Year	\$305K	\$332K	\$276K	\$285K	\$235K	\$331K	\$323K	\$323K	\$370K	\$365K	\$327K	\$356K	\$336K
Prior Year	\$296K	\$283K	\$298K	\$299K	\$295K	\$306K	\$277K	\$375K	\$319K	\$311K	\$350K	\$334K	\$305K
Percent Change from Prior Year	3%	17%	-7%	-5%	-20%	8%	17%	-14%	16%	18%	-6%	7%	10%

## Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



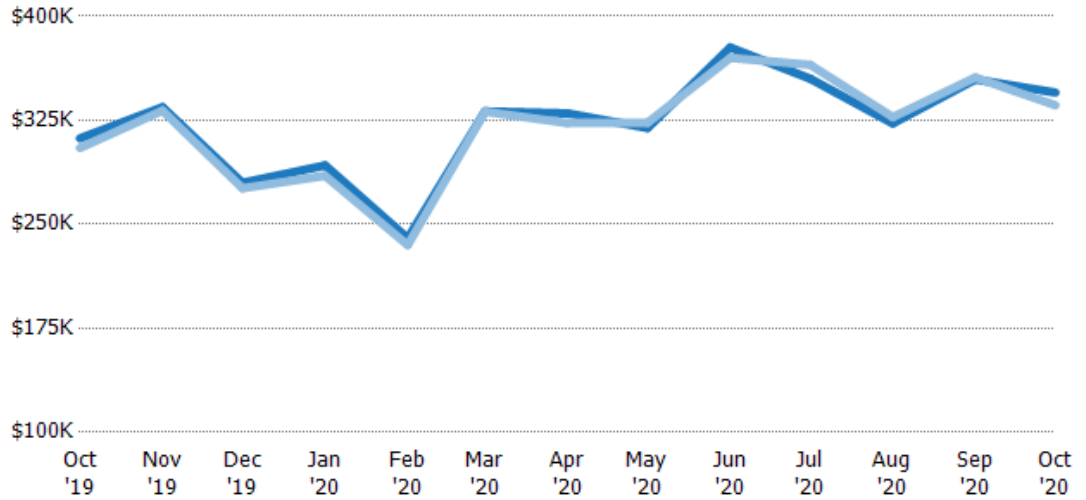
Avg List Price	\$319K	\$372K	\$331K	\$340K	\$308K	\$353K	\$333K	\$315K	\$389K	\$399K	\$382K	\$391K	\$409K
Avg Sales Price	\$317K	\$366K	\$324K	\$339K	\$298K	\$350K	\$328K	\$316K	\$389K	\$392K	\$381K	\$396K	\$407K
Avg Sales Price as a % of Avg List Price	99%	98%	98%	100%	97%	99%	99%	101%	100%	98%	100%	101%	99%

## Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

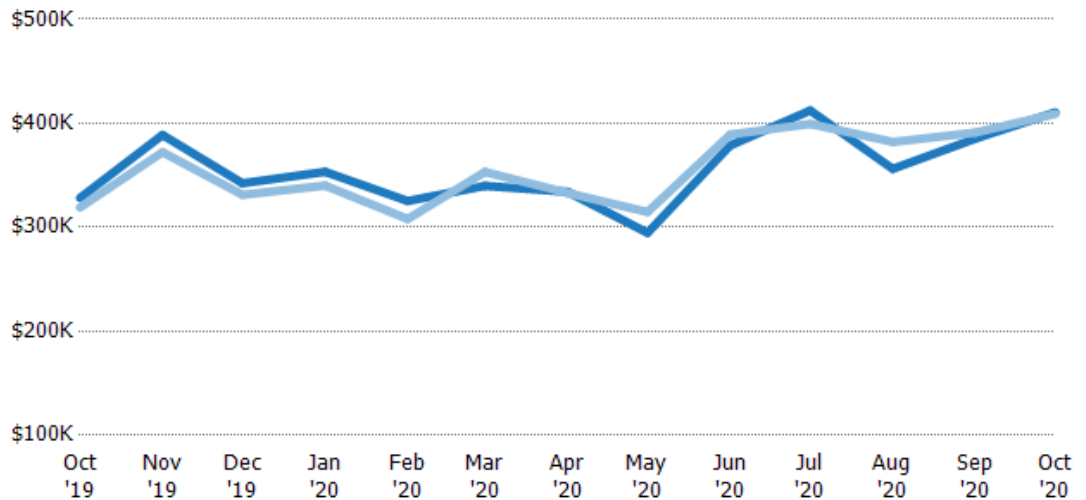


## Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

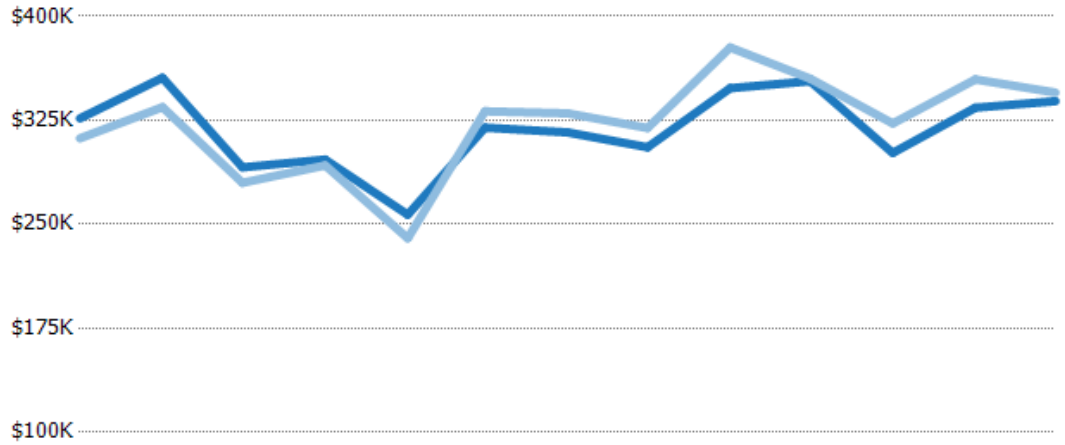


## Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$326K	\$356K	\$291K	\$297K	\$257K	\$320K	\$316K	\$306K	\$348K	\$353K	\$301K	\$334K	\$339K
Median Sales Price	\$312K	\$334K	\$280K	\$292K	\$240K	\$332K	\$330K	\$319K	\$378K	\$355K	\$323K	\$354K	\$345K
Med Sales Price as a % of Med Est Value	96%	94%	96%	99%	93%	104%	104%	105%	108%	101%	107%	106%	102%